

NORMAN EAGLE

(203) 668-3754 | norman@njeconsulting.com

LinkedIn: www.linkedin.com/in/neagle

SALES EXECUTIVE

Account Management | Opportunity Identification | Profit Optimization

Accomplished, versatile executive with a stellar career history of success leading sales operations for turnaround and high-growth organizations. Demonstrated aptitude in the B2B, government, and academic sectors with a broad range of transferable skills suitable for most industries. Recognized for developing and leading top-notch sales teams that consistently meet/exceed established goals. Expert presenter, negotiator, and businessperson able to forge solid relationships with strategic partners and build consensus across multiple organizational levels. Exemplary leadership and communication skills and excels in demanding fast-paced environments.

- Business Development
- High-Level Sales Proficiency
- Strategic Planning & Analysis
- Pipeline Development
- Event Planning & Execution
- New Product Launches
- Sales Cycle Management
- Integrity-Based Selling
- Customer Service / Retention
- Relationship Management
- Team Development
- Problem Resolution

PROFESSIONAL EXPERIENCE

Flexi Software, Shelton, CT Senior Sales Executive

2012-Present

- Produce sales of financial accounting software to banks, insurance companies and financial institutions of over \$4M
- Worked at 12-14 regional and national industry shows a year to build leads and market Flexi's Software to banks, insurance companies and financial institutions
- Software sales produced over \$2M in consulting fees

META HEALTH TECHNOLOGY, New York, NY Sales Director

2010 - 2011

- Employed expertise to drive sales of HIM software to hospitals and physician groups.
- Successfully built a pipeline worth \$10M+
- Closed \$2M+ in new business revenue.

NJE CONSULTING, Orange, CT CEO and Director of National Accounts

2008 - 2010 & 2002 - 2005

- Launched consulting company to address training needs of sales professionals in the software industry for a diverse portfolio of clients.
- Introduced strategies to help clients reduce sales pipeline cycles by upwards of 30%.
- Proactively represented companies at federal government/nonprofit conferences and exhibitions.

LEVI, RAY, & SHOUP, Glastonbury, CT Senior Sales Executive

2005 - 2008

- Closed \$2M+ in new sales, renewals, and upgrades.
- Developed and conducted upwards of 12 dynamic, onsite presentations/demonstration per month.
- Generated \$1M+ in renewals and upgrades

NORMAN EAGLE

80-20 SOFTWARE, Seattle, WA

2000 – 2002

Vice President of Sales & Business Development

- Strategically led sales initiatives for international software company supplying knowledge management tools to Fortune 1000 companies and local/state/federal agencies.
- Grew territory sales by 25% in first year by introducing lead qualifying techniques and better pipeline control.
- Sold search and retrieval software to large international law firm and Under Secretary of Defense valued at more than \$2M
- Recruited and managed a team of 4 sales and technical professionals.

Quodata - Hartford, CT

1997 to 2000

Senior Sales Executive

- Produced over \$900,000 in new software sales in first year (20% over quota).
- Produced over \$1,300,000 in new software sales in second year (30% over quota).
- Produced over \$1,600,000 in new software sales in third year (60% over quota).
- Produced over \$250,000 in recurring service/maintenance fees.

Emultek, Ltd - Orange, CT

1994 to 1997

Vice President Sales & Marketing

- Captured account relationships with major clients including the FAA, Pacific Gas & Electric, Motorola, Texas Instruments, Continental Express, Magellan and U.S. Air force.
- Produced \$600,000 in personal sales in the first six months.
- Built a direct sales force of 3, which produced over \$2,500,000 in software and service sales revenue within the first two years of operations.
- Hired and managed Systems Engineers to support sales operations.

CP International, NYC, NY

1984 to 1993

Vice President Sales & Marketing

- Built the company's revenue from \$0 to over \$15,000,000 annually.
- Exceeded all annual sales and new account quotas (up to 160% per year).
- Hired, trained and managed a team of 35+ Sales and Technical professionals located in offices around the country.
- Expanded the customer base to over 150 major accounts including Eastman Kodak, Pfizer, NBC, NYNEX, PacBell, Commonwealth Edison and numerous other Fortune 500 companies.
- Penetrated the state and local government market and closed sales agreements with States of CA, NY, PA, NJ, NH, TN, IN, Cities of Sacramento, New York and Houston. Negotiated and closed a combined hardware/software deal worth more than \$15,000,000 with the State of Washington.

EDUCATION

Bachelor of Arts in Political Science, State University of New York, Buffalo, NY